

Message Text

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44

ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 /020 W

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P R 141044Z AUG 75

FM AMCONGEN FRANKFURT

TO SECSTATE WASHDC PRIORITY 1103

INFO AMEMBASSY BONN

UNCLAS FRANKFURT 5343

E.O. 11652: N/A

TAGS: BEXP-GW

SUBJECT: USTC FRANKFURT: CONSTRUCTION AND DESIGNER

CONTRACTS, FY 1976

COMMERCE FOR BIC/OIM HEISER

1. AMCONSUL RECEIVED AND OPENED BIDS FOR FTC CONSTRUCTION
AND DESIGNER CONTRACT FY 1976. ALL QUOTATIONS IN DM

(CURRENT RATE 2.58 : 1).

A. CONSTRUCTION

FOLLOWING FIRMS INVITED TO BID:

AMBROSIUS

HOPF GEWERBE

MESSEBAU DREIEICH

BAROZZI

MESSESTANDE BRIGITTE GRUTERING

HOPF AND BAROZZI ATTENDED PRE-BID MEETING AUGUST 4.

FOLLOWING BIDS RECEIVED: HOPF AMBROSIUS BAROZZI

(1) BOOTH CONSTRUCTION/

TEAR DOWN

PER MAN/HOUR	21.00	23.30	26.00
OVERTIME PER MAN/HOUR	25.00	26.50	32.50

(2) ELECTRICAL SERVICE

PLUMBING AIR

PER MAN/HOUR	21.00	23.30	26.00
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OVERTIME PER MAN/HOUR	25.00	26.50	32.50
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(3) GRAPHIC EXECUTION

MULTI-COLOR

INCL. HARD BOARD, SQ. MTR.	34.35	92.60	23.50
EXCL. HARD BOARD, SP.MTR	32.75	83.60	20.50

(4) PANEL EXECUTION

INCL. HARD BOARD, SQ. MTR.	9.85	18.20	7.80
	8.25	9.70	4.30

ON BASIS LOWEST BID ON ITEMS (1) AND (2) WHICH FORM MOST
IMPORTANT AND COSTLY PART CONSTRUCTION WORK, AND BROAD
EXPERIENCE I INTERNATIONAL FAIR CONSTRUCTION, FTC
RECOMMENDS ACCEPTANCE HERBERT HOPF GEWERBE.

B. DESIGNER

FOLLOWING FIRMS INVITED TO BID:

HARNDEN & BOMBELLI

H. MEISTER

WERBEBAU MAY

ERNST KAPPES

DIETER W. ALBERT

ALFONS J. NEUHAUS

ONLY NEUHAUS ATTENDED PRE-BID MEETING AUGUST 4.

FOLLOWING BIDS RECEIVED:

CHARGES PER EXIBITION:

HARNDEN & BOMBELLI 3,750

DIETER W. ALBERT 2,997

ALFONS NEUHAUS 5,760

FTC RECOMMENDS RENEWAL OF CONTRACT WITH HARNDEN &
BOMBELLI FOR FOLLOWING REASONS:

I. NEUHAUS TOO HIGH.

II. ALBERT, ON BASIS OUR DISCUSSION WITH HIM AUGUST 12,
REVEALED COMPLETE LACK FAIR DESIGN EXPERIENCE, IS
A ONE-MAN OPERATION, AND FTC NOT AT ALL CONFIDENT
HE CAN PRODUCE REQUIRED RESULTS AND MEET DEMANDING
DEADLINES.

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III. BOMBELLI'S LONG EXPERIENCE WITH FTC, PROVEN RECORD,
AND MODEST FEE INCREASE WHICH IS SAME AS PRESENT
FEE FOR PTC, CONVINCES US HIS BID IN FINAL ANALYSIS
BEST OF THREE RECEIVED.

APPROVAL TWO ABOVE RECOMMENDATIONS REQUESTED SOONEST.SULSER

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NNN

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